ESTTA Tracking number:

ESTTA766945

Filing date:

08/26/2016

## IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	91215896			
Party	Plaintiff Bells Brewery, Inc.			
Correspondence Address	SARAH M ROBERTSON DORSEY & WHITNEY LLP 51 W 52ND ST NEW YORK, NY 10019-6119 UNITED STATES ny.trademark@dorsey.com, robertson.sarah@dorsey.com, ewing.bruce@dorsey.com			
Submission	Plaintiff's Notice of Reliance			
Filer's Name	Sarah M. Robertson			
Filer's e-mail	ny.trademark@dorsey.com, robertson.sarah@dorsey.com, pro- goff.susan@dorsey.com, sunderji.fara@dorsey.com			
Signature	/smr/			
Date	08/26/2016			
Attachments	INNOVATION BREWING Notice of Reliance.pdf(12403 bytes ) NOR Exhibit 01.pdf(241016 bytes ) NOR Exhibit 02.pdf(245706 bytes ) NOR Exhibit 03_Redacted.pdf(1432988 bytes ) NOR Exhibit 04.pdf(3508007 bytes ) NOR Exhibit 05.pdf(3550192 bytes ) NOR Exhibit 06.pdf(270539 bytes ) NOR Exhibit 07.pdf(282449 bytes ) NOR Exhibit 08.pdf(274817 bytes ) NOR Exhibit 09.pdf(271168 bytes ) NOR Exhibit 10.pdf(269854 bytes ) NOR Exhibit 11.pdf(272620 bytes ) NOR Exhibit 12.pdf(278249 bytes ) NOR Exhibit 13.pdf(278410 bytes ) NOR Exhibit 14.pdf(262066 bytes ) NOR Exhibit 15.pdf(266992 bytes ) NOR Exhibit 16.pdf(261937 bytes ) NOR Exhibit 17.pdf(219462 bytes ) NOR Exhibit 17.pdf(219462 bytes ) NOR Exhibit 18.pdf(224273 bytes )			

## IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Bell's Brewery, Inc.,		
Ben s Brewery, me.,	Onnogor	Opposition No. 91215896
V.	Opposer,	
Innovation Brewing,		) )
	Applicant.	) ) )

#### **OPPOSER'S NOTICE OF RELIANCE**

Opposer, Bell's Brewery, Inc., ("Bell's") hereby provides notice that it intends to rely upon, and hereby submits, the following evidence in support of its case-in-chief:

- 1. A printout from the Trademark Electronic Search System of Registration No. 3,122,464 of Bell's' trademark INSPIRED BREWING in the name of Bell's Brewery, Inc., and a printout of the corresponding record from USPTO Assignments on the Web confirming title in Bell's Brewery, Inc., copies of which are attached as Exhibit 1.
- 2. A printout from the Trademark Electronic Search System of Registration No. 4,098,319 of Bell's' trademark INSPIRED BREWING in the name of Bell's Brewery, Inc., and a printout of the corresponding record from USPTO Assignments on the Web confirming title in Bell's Brewery, Inc., copies of which are attached as Exhibit 2.
- 3. Applicant Innovation Brewing's responses to Opposer's Interrogatories 8, 11, 12, 13, 14, 16 and 20. Copies of the relevant pages of "Applicant's Third Amended Responses to Opposer's First Set of Interrogatories" are attached as Exhibit 3. Applicant's responses to

Interrogatories 12 and 20 have been marked as TRADE SECRET/COMMERCIALLY SENSITIVE and are being filed under seal.

- 4. A printout from <merriam-webster.com> containing the definition of the word "Inspired" is attached as Exhibit 4. This document is relevant to demonstrating the similarity of the marks at issue.
- 5. Printout from <merriam-webster.com> containing the definition of the word "Innovation" is attached as Exhibit 5. This document is relevant to demonstrating the similarity of the marks at issue.
- 6. The following excerpts from the Rule 30(b)(6) Deposition of Innovation Brewing through Nicole Dexter, copies of which are attached as the respective exhibits indicated below. A description of the relevance of Exhibits 6 through 18 also appears below:

Page 41, line 8 through line 17 – Exhibit 6: Relevant to the similarity of the goods.

Page 41, line 25 through page 43, line 2 – Exhibit 7: Relevant to the length of time during which there has been concurrent use.

Page 66, line 18 through page 67, line 18 – Exhibit 8: Relevant to the length of time during and the conditions under which there has been concurrent use.

Page 88, line 16 through line 21 – Exhibit 9: Relevant to the conditions under which there has been concurrent use.

Page 90, line 13 through line 24 – Exhibit 10: Relevant to the conditions under which there has been concurrent use.

Page 91, line 7 through line 9 – Exhibit 11: Relevant to the conditions under which there has been concurrent use.

Page 100, line 24 through page 101, line 12 – Exhibit 12: Relevant to similarity of use of the marks.

Page 109, line 19 through page 110, line 6 – Exhibit 13: Relevant to the conditions under which there has been concurrent use.

Page 203, line 2 through line 7 – Exhibit 14: Relevant to the conditions under which there has been concurrent use.

Page 209, line 10 through page 212, line 2 – Exhibit 15: Relevant to the similarity of trade channels and promotional channels.

Page 245, line 6 through line 9 – Exhibit 16: Relevant to the similarity of the target purchasers and consumers.

Page 251, line 3 through line 19 – Exhibit 17: Relevant to the extent of potential confusion and relevant to harm.

Page 252, line 10 through page 254, line 20 – Exhibit 18: Relevant to the extent of potential confusion.

Respectfully Submitted,

DORSEY & WHITNEY LLP

Dated: August 26, 2016 By: /smr/

Sarah M. Robertson Susan Progoff Fara S. Sunderji 51 West 52<sup>nd</sup> Street New York, New York 10019

Tel: (212) 415-9200

Email: ny.trademark@dorsey.com

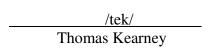
THE FIRM OF HUESCHEN AND SAGE G. Patrick Sage Joanna T. French Seventh Floor, Kalamazoo Building 107 West Michigan Avenue Kalamazoo, Michigan Tel: (269) 382-0030

Attorneys for Opposer, Bell's Brewery, Inc.

#### **CERTIFICATE OF SERVICE**

I hereby certify that on this 26<sup>th</sup> day of August, 2016, a copy of the foregoing OPPOSER'S NOTICE OF RELIANCE was served on Applicant via Priority Mail Express to:

Ian D. Gates, Esq.
DASCENZO INTELLECTUAL PROPERTY LAW, P.C.
1000 SW Broadway, Suite 1555
Portland, Oregon 97205



# EXHIBIT 1



#### **United States Patent and Trademark Office**

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#### **Trademarks > Trademark Electronic Search System (TESS)**

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#### Record 1 out of 1

TSDR ASSIGN Status TTAB Status

( Use the "Back" button of the Internet Browser to

return to TESS)

## **INSPIRED BREWING**

Word Mark INSPIRED BREWING

Goods and Services IC 032. US 045 046 048. G & S: Beer, porter, ale, stout and malt liquor. FIRST USE:

20031200. FIRST USE IN COMMERCE: 20031200

**Standard Characters** 

Claimed

Mark Drawing Code (4) STANDARD CHARACTER MARK

Serial Number 76638946 Filing Date May 19, 2005

Current Basis 1A
Original Filing Basis 1A

Published for Opposition May 9, 2006

**Registration Number** 3122464 **Registration Date** August 1, 2006

Owner (REGISTRANT) BELL'S BREWERY, INC. CORPORATION MICHIGAN 8938 KRUM

**AVENUE GALESBURG MICHIGAN 49053** 

Assignment Recorded ASSIGNMENT RECORDED

Attorney of Record G. Patrick Sage

Disclaimer NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "BREWING" APART FROM

THE MARK AS SHOWN

Type of Mark TRADEMARK
Register PRINCIPAL

Affidavit Text SECT 15. SECT 8 (6-YR). SECTION 8(10-YR) 20160426.

Renewal 1ST RENEWAL 20160426

Live/Dead Indicator LIVE

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#### **United States Patent and Trademark Office**





#### Assignments on the Web > Trademark Query

#### **Trademark Assignment Abstract of Title**

**Total Assignments: 2** 

**Serial #:** 76638946 **Filing Dt:** 05/19/2005 **Reg #:** 3122464 **Reg. Dt:** 08/01/2006

Registrant: BELL'S BREWERY, INC.

Mark: INSPIRED BREWING

**Assignment: 1** 

**Reel/Frame:** 3244/0611 **Recorded:** 10/31/2005 **Pages:** 4

Conveyance: CHANGE OF NAME

Assignor: KALAMAZOO BREWING CO., INC. Exec Dt: 08/07/2005

Entity Type: CORPORATION
Citizenship: MICHIGAN
Entity Type: CORPORATION
Citizenship: MICHIGAN

Entity Type: NATIONAL BANKING

Citizenship: UNITED STATES

**ASSOCIATION** 

8938 KRUM AVENUE

GALESBURG, MICHIGAN 49053

Correspondent: HUESCHEN & SAGE PLLC

Assignee: BELL'S BREWERY, INC.

SEVENTH FLOOR, KALAMAZOO BUILDING

107 WEST MICHIGAN AVENUE KALAMAZOO, MICHIGAN 49007

**Assignment: 2** 

Conveyance: SECURITY INTEREST

Assignor: BELL'S BREWERY, INC.

Exec Dt: 12/01/2010

Entity Type: CORPORATION

Citizenship: MICHIGAN

Assignee: PNC BANK, NATIONAL ASSOCIATION

108 E. MICHIGAN AVENUE MAIL STOP Z1-B652-01-4 KALAMAZOO, MICHIGAN 49007

Correspondent: MALISHEIA DOUGLAS

BENESCH FRIEDLANDER COPLAN & ARONOFF LLP

200 PUBLIC SQUARE, SUITE 2300

CLEVELAND, OH 44114

Search Results as of: 08/25/2016 11:29 AM

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# EXHIBIT 2



#### **United States Patent and Trademark Office**

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TESS was last updated on Thu Aug 25 03:23:09 EDT 2016

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#### Record 1 out of 1

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#### INSPIRED BREWING

#### Word Mark Goods and Services

**INSPIRED BREWING** 

IC 016. US 002 005 022 023 029 037 038 050. G & S: Paper goods, namely, posters, stickers, bumper stickers, paper coasters; paper materials and printed matter, namely, posters, stickers, bumper stickers, paper coasters. FIRST USE: 20031201. FIRST USE IN COMMERCE: 20031201

IC 018. US 001 002 003 022 041. G & S: Messenger bags; handbags; purses; wallets; umbrellas; patio umbrellas. FIRST USE: 20070000. FIRST USE IN COMMERCE: 20070000

IC 021. US 002 013 023 029 030 033 040 050. G & S: Beverage glassware; bottle opener; reusable stainless steel water bottles sold empty; reusable plastic water bottles sold empty; insulating sleeve holders for beverage bottles; plastic coasters. FIRST USE: 20031201. FIRST USE IN COMMERCE: 20031201

IC 024. US 042 050. G & S: Beach towels; towels. FIRST USE: 20090000. FIRST USE IN COMMERCE: 20090000

IC 025. US 022 039. G & S: Clothing, namely, shirts, t-shirts, sweatshirts, jackets, jerseys, socks; baseball caps and hats; skull caps; scarves. FIRST USE: 20060000. FIRST USE IN COMMERCE: 20060000

IC 028. US 022 023 038 050. G & S: Discs for playing disc golf; playing cards. FIRST USE: 20070900. FIRST USE IN COMMERCE: 20070900

IC 032. US 045 046 048. G & S: Beer; ale; stout; porter; malt liquor. FIRST USE: 20031201. FIRST USE IN COMMERCE: 20031201

#### Standard

Characters Claimed

Code

**Mark Drawing** 

(4) STANDARD CHARACTER MARK

Serial Number 85296771 Filing Date April 15, 2011

Current Basis 1A
Original Filing
Basis 1A

Published for Opposition

November 29, 2011

Registration Number 4098319

Registration Date February 14, 2012

Owner (REGISTRANT) BELL'S BREWERY, INC. CORPORATION MICHIGAN 8938 Krum Avenue

Galesburg MICHIGAN 49053

Attorney of Record

G. Patrick SAGE

Prior Registrations

3122464

Disclaimer NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "BREWING" APART FROM THE

MARK AS SHOWN

Type of Mark TRADEMARK
Register PRINCIPAL

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#### **United States Patent and Trademark Office**





#### Assignments on the Web > Trademark Query

#### **Trademark Assignment Abstract of Title**

**Total Assignments: 1** 

Serial #: 85296771 Filing Dt: 04/15/2011 Reg #: 4098319 Reg. Dt: 02/14/2012

Registrant: BELL'S BREWERY, INC.

Mark: INSPIRED BREWING

**Assignment: 1** 

**Reel/Frame:** 4630/0817 **Recorded:** 09/27/2011 **Pages:** 22

Conveyance: SECURITY INTEREST

Assignor: BELL'S BREWERY, INC.

Exec Dt: 12/01/2010

Entity Type: CORPORATION

Citizenship: MICHIGAN

Assignee: PNC BANK, NATIONAL ASSOCIATION

108 E MICHIGAN AVENUE

ASSOCIATION

ASSOCIATION

108 E. MICHIGAN AVENUE MAIL STOP Z1-B652-01-4 KALAMAZOO, MICHIGAN 49007

Correspondent: MALISHEIA DOUGLAS

BENESCH FRIEDLANDER COPLAN & ARONOFF LLP

200 PUBLIC SQUARE, SUITE 2300

CLEVELAND, OH 44114

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# EXHIBIT 3

## IN THE UNITED STATES PATENT AND TRADEMARK OFFICE BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

BELL'S BREWERY, INC.,		)	
	Opposer,	)	
ν.		)	Opposition No. 91215896
INNOVATION BREWING,	Applicant.	)	
	- ippiiounti		

#### Applicant's Third Amended Responses to Opposer's First Set of Interrogatories

Applicant Innovation Brewing, for its answers and objections to Opposer Bell's Brewery, Inc.'s First Set of Interrogatories, responds as set forth below.

#### GENERAL OBJECTIONS

- 1. Applicant responds to each Interrogatory subject to the general objections set forth herein. These limitations and objections form a part of the answer to each Interrogatory. These limitations and objections may be specifically referred to in an answer to one or more individual Interrogatories for the purpose of clarity. The failure to specifically incorporate a general objection, however, is not a waiver of such objection.
  - 2. Applicant objects to the Interrogatories to the extent that they purport to impose

Page 1 - APPLICANT'S THIRD AMENDED RESPONSES TO OPPOSER'S FIRST SET OF INTERROGATORIES

obligations or actions beyond those required by the Rules of Practice in Trademark Cases (i.e., 37 C.F.R. Part 2), the Trademark Trial and Appeal Board Manual of Procedure ("TBMP"), and the Federal Rules of Civil Procedure. Applicant responds to the Interrogatories only to the extent required thereby and subject to the objection that the Interrogatories purport to impose any obligations that differ from, exceed, or conflict with those set forth in the Rules of Practice in Trademark Cases, the TBMP, and the Federal Rules of Civil Procedure.

- 3. Applicant objects to the definition of "Applicant" presented in Applicant's First Set of Interrogatories as vague and ambiguous, and overly broad and unduly burdensome. For its answers and objections, Applicant takes the term "Applicant" to mean Innovation Brewing, LLC.
- 4. Applicant objects to the Interrogatories to the extent they call for information protected by the attorney-client privilege, the work product doctrine, or any other applicable claim, law, or rule of privilege or immunity. Although Applicant's responses exclude any and all confidential information, Applicant will exchange privilege and redaction logs with Opposer, if required by the Federal Rules of Civil Procedure, in due course.
- 5. In making these objections and providing these responses, Applicant does not waive or intend to waive (a) any objection as to competency, relevancy, materiality, or admissibility of any information that may be produced or disclosed in response to the Interrogatories; (b) any right to object on any ground to the use of any information that may be produced or disclosed in response to the Interrogatories, or the subject matter thereof, at any subsequent proceeding, including during the testimony periods for this or any other action; and (c) any right to object on any ground to any Interrogatories or any other discovery request.
  - 6. Applicant reserves the right to amend or supplement its responses as additional

Page 2 - APPLICANT'S THIRD AMENDED RESPONSES TO OPPOSER'S FIRST SET OF INTERROGATORIES

information is learned during further investigation and discovery.

Subject to and without waiving the foregoing, Applicant responds to the Interrogatories as follows:

#### Interrogatory No. 8:

Identify, by generic name, each of Applicant's Identified Goods and any other product or service that Applicant is marketing, manufacturing, distributing or selling, or intends to market, manufacture, distribute or sell, under Applicant's Mark (each, a "Product," collectively, the "Products").

#### Response No. 8:

beer, apparel, glassware, insulated beverage sleeves, stickers, brew pub services, retail sale of beer, and wholesale sale of beer.

#### **Interrogatory No. 11**:

State the date on which Applicant first offered each Product for sale or, if not yet offered for sale, the date on which Applicant intends to offer each such Product for sale.

#### Response No. 11:

Applicant objects to this Interrogatory as irrelevant to the sole issue of likelihood of confusion; however, in an effort to avoid an unnecessary dispute regarding this Interrogatory, Applicant responds as follows:

Beer - October 18, 2013

Apparel – October 18, 2013

Glassware – October 18, 2013

Insulated beverage sleeves – October 18, 2013

Stickers - October 18, 2013

Brew pub services - October 18, 2013

Retail sale of beer - October 18, 2013

Wholesale sale of beer – September 2, 2014

#### **Interrogatory No. 12:**

State the volume of sales for each Product, if any, by dollar and unit, since inception.

#### Response No. 12:

Applicant objects to this Interrogatory as irrelevant to the sole issue of likelihood of confusion; however, in an effort to avoid an unnecessary dispute regarding this Interrogatory, Applicant responds as follows with the understanding that this information is designated <u>TRADE</u>

SECRET/COMMERCIALLY SENSITIVE:

Page 11 - APPLICANT'S THIRD AMENDED RESPONSES TO OPPOSER'S FIRST SET OF INTERROGATORIES

#### REDACTED - FILED UNDER SEAL

#### Interrogatory No. 13:

State the retail and wholesale prices at which each Product is currently sold and/or is intended to be sold by Applicant.

#### Response No. 13:

Applicant objects to this Interrogatory as irrelevant to the sole issue of likelihood of confusion; however, in an effort to avoid an unnecessary dispute regarding this Interrogatory, Applicant responds as follows:

Pints - \$3 - \$8

Half Pint - \$2.50 - \$5

Samples - \$1.75 - \$3

Flights - \$8 - \$10

Growlers - \$10 - \$40

1/2 Growlers - \$5 - \$25

Page 12 - APPLICANT'S THIRD AMENDED RESPONSES TO OPPOSER'S FIRST SET OF INTERROGATORIES

1/6 Kegs - \$65 - \$150

1/2 Kegs - \$170 - \$300

Apparel - \$12 - \$50

Glassware - \$3 - \$6

Other merchandise - \$1 - \$20

#### Interrogatory No. 14:

Identify the actual or intended class(es) of purchasers for the Products.

#### Response No. 14:

Applicant objects to this Interrogatory as vague and overly broad; however, in an effort to avoid an unnecessary dispute regarding this Interrogatory, Applicant responds as follows:

Beer drinkers, beer enthusiasts, bars, and restaurants.

#### Interrogatory No. 16:

Identify the actual or intended trade channels for the Products.

#### Response No. 16:

Applicant sells its products on its premises to retail customers and sells wholesale to restaurants and bars with Applicant acting as its own distributor.

#### Interrogatory No. 20:

State the annual dollar amounts, if any, expended by Applicant, or proposed to be expended by Applicant, in advertising and promoting the Products, since inception.

#### Response No. 20:

Applicant objects to this Interrogatory as irrelevant to the sole issue of likelihood of confusion; however, in an effort to avoid an unnecessary dispute regarding this Interrogatory,

Page 15 - APPLICANT'S THIRD AMENDED RESPONSES TO OPPOSER'S FIRST SET OF INTERROGATORIES

Applicant responds as follows with the understanding that this information is designated  $\underline{TRADE}$ 

#### SECRET/COMMERCIALLY SENSITIVE:

#### **REDACTED - FILED UNDER SEAL**

#### Verification

I, Nicole Dexter, declare under penalty of perjury, under the laws of the United States that I have read the foregoing Applicant's Third Amended Responses to Opposer's First Set of Interrogatories, know the contents thereof, and believe that the same are true based on my personal knowledge, information supplied to me, and the books, records, and documents maintained by Innovation Brewing, LLC.

Nicole Dexter

#### **CERTIFICATE OF SERVICE**

I hereby certify that a true and correct copy of the foregoing Applicant's Third Amended Responses to Opposer's First Set of Interrogatories is being served on Opposer by First Class Mail on April 24, 2015 to:

Sarah M. Robertson Dorsey & Whitney LLP 51 West 52<sup>nd</sup> Street New York, NY 10019-6119

Ian D. Gates

Of Attorneys for Applicant

# EXHIBIT 4



**SINCE 1828** 



## inspired





2016 presidential campaign



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# inspired

adiective

#### Simple Definition of INSPIRED

Popularity: Bottom 50% of words

- : very good or clever
- : having a particular cause or influence

#### Full Definition of INSPIRED

: outstanding or brilliant in a way or to a degree suggestive of divine inspiration <gave an inspired performance>

See inspired defined for English-language learners

WORD OF THE DAY

**FEBRUARY 17, 2016** 

nimrod \_\_



a hunter or an idiot or jerk

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BROWSE DICTIONARY

#### Examples of INSPIRED

She gave an inspired performance.

He was an *inspired* choice for the role.

inspection arms inspection car inspector inspectorate

inspector general



HIRED

3,300 Companies use Hired for 3 reaso Access, Quality, & Intent

#### First Known Use of INSPIRED

15th century

#### Rhymes with INSPIRED

retired

#### Learn More about INSPIRED

Nglish: Translation of "inspired" for Spanish speakers



#### TRENDING NOW

#### 1 Evitable

When 'inevitable' isn't

#### 2 Malleable

Lookups for the word spiked after Ca...

#### 3 Litmus Test

Once a chemistry term, now used inc...

#### 4 Amnesty

Everyone's looking for 'amnesty'. Again.

#### 5 Mano a Mano

Cruz challenged Trump to a 1-on-1 d...

Britannica English: Translation of "inspired" for Arabic speakers



WORDS AT PLAY



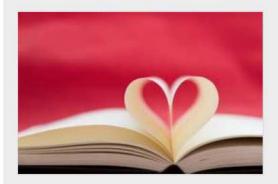
Deprecate

Why do some people use 'deprecated' to describe obsol-



We ♥ the Verb 'Heart'

The history of 'heart' as a verb



**Looking for Love** 

No, we can't tell you how long it lasts



Nouns That Look Like Adjectives

'Singles' is a noun. So is 'bar'. And yet.

#### ASK THE EDITORS



There, They're, Their

There, there. We'll sort it out.



The Awkward Case of 'His or Her'

Singular 'their' might be a better

# irregardless

#### **Irregardless**

It is in fact a real word (but that doesn't mean you should use it).

#### choice

cose geese goose gees noose moose moose se geese goose geese g e moose moose moo noose geese goose gees noose moose moose noose geese goose gees

#### **Weird Plurals**

One goose, two geese. One moose, two... moose. What's up with that?

#### WORD GAMES



## Obscure Units of Measurement Ouiz

Do you know these uncommon units of measurement? Lear

TAKE THE QUIZ >



#### Name That Thing

Test your visual vocabulary with our 10-question challenge!

#### TAKE THE QUIZ >



Word Winder's CrossWinder

A game of winding words.



Words of Snow and Ice Quiz

A selection of words from the chillier

parts of the lexicon

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SPANISH CENTRAL LEARNER'S ESL DICTIONARY WORDCENTRAL FOR KIDS VISUAL DICTIONARY

SCRABBLE® WORD FINDER
MERRIAM-WEBSTER'S UNABRIDGED DICTIONARY
BRITANNICA ENGLISH - ARABIC TRANSLATION
NGLISH - SPANISH-ENGLISH TRANSLATION

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② 2015 Merriam-Webster, Incorporated

# EXHIBIT 5



innovation





2016 presidential campaign



to find



noun | in·no·va·tion | \i-nə-'vā-shən\

#### Simple Definition of INNOVATION

Popularity: Top 1% of lookups

: a new idea, device, or method

: the act or process of introducing new ideas, devices, or methods

WORD OF THE DAY

**FEBRUARY 17, 2016** 

nimrod \_



a hunter or an idiot or jerk

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#### Full Definition of INNOVATION

: the introduction of something new

: a new idea, method, or device : NOVELTY

—in·no·va·tion·al \\-shn\text{\text{-shp-n}\text{\text{-shp-n}\text{\text{\text{-ln}\text{-shp-n}\text{-shp-n}\text{\text{-ln}\text{-shp-n}\text{\text{-ln}\text{-shp-n}\text{-shp-n}\text{\text{-shp-n}\text{-shp-n}\text{\text{-shp-n}\text{-shp-n}\text{-shp-n}\text{-shp-n}\text{\text{-shp-n}\text{-shp-n}\text{-shp-n}\text{\text{-shp-n}\tex



BROWSE DICTIONARY

See innovation defined for English-language learners

See innovation defined for kids

innocence

innocency

innocent

innocent converter

innocent conveyance





#### **Related Content**



2014 Word of the Year: Culture

#### Examples of INNOVATION

She is responsible for many innovations in her field.

the latest innovation in computer technology

Through technology and *innovation*, they found ways to get better results with less work.

the rapid pace of technological innovation



#### TRENDING NOW

1 Evitable

When 'inevitable' isn't

2 Malleable

Lookups for the word spiked after Ca...





Everyone's looking for 'amnesty'. Again.

5 Mano a Mano

Cruz challenged Trump to a 1-on-1 d...

## First Known Use of INNOVATION

15th century

# Related to INNOVATION

Synonyms brainchild, coinage, concoction, vivance, creation invention wrinkle

# Rhymes with INNOVATION

abdication, aberration, abjuration, abnegation, abrogation, acclamation accusation

### INNOVATION Defined for Kids



## Definition of INNOVATION

- 1 : a new idea, method, or device : NOVELTY < The company's latest innovation is a talking car.>
- 2 : the introduction of something new <Consumers are looking for innovation.>



#### WORD GAMES

Take a 3-minute break and test your skills!



How much does a batman (the Turkish unit of measurement) weigh?

100 pounds 16.96 pou... 2.2 pounds

196.5 pou...

NAME THAT THING

10 quick questions: hear them, spell them, and see how your skills compare to the crowd.

TAKE THE QUIZ >



Test Your Knowledge - and learn some interesting things along the way.

TAKE THE QUIZ >

# Learn More about INNOVATION

Thesaurus: All synonyms and antonyms for "innovation"

Spanish Central: Translation of "innovation"

Nglish: Translation of "innovation" for Spanish speakers Britannica English: Translation of "innovation" for Arabic

speakers

Britannica.com: Encyclopedia article about "innovation"

## Seen and Heard

What made you want to look up *innovat* where you read or heard it (including th possible).

#### **68 Comments**





Odonoekuma Michael Frcs · Sound Er Editor at Vividmagic Entertainment

Innovation and invention are two words classification. Much of the confusion aris the business world to redefine the two to businessman sees innovation as new idnew facilities that yield profit to the busin might sound correct, it overshadows the ideas are equally important though they business value. The INNOVATION we have ideas, they got a lot to do with ma where non-business people like myself entirely new word or a completely differe

Like · Reply · Oct 29, 2015 4:37am

Carlos Roche · Founder & CE



Odonoekuma, you define "innow perspective for the non busines need a broader definition, what applicabilities to different areas that replaces the old applies ever passes and we get confortable perspective is in order in most of parenting, energy consumption, the Niagerian Governent, etc e

Like · Reply · 1 · Jan 4, 2016 9:42



Odonoekuma Michael Frcs · § Video Editor at Vividmagic Ente

Carlos Roche, thank you for a v

### WORDS AT PLAY



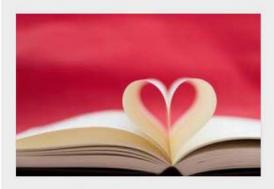
Deprecate

Why do some people use 'deprecated' to describe obsol-



We ♥ the Verb 'Heart'

The history of 'heart' as a verb



**Looking for Love** 

No, we can't tell you how long it lasts



Nouns That Look Like Adjectives

'Singles' is a noun. So is 'bar'. And

yet.

### ASK THE EDITORS



There, They're, Their

There, there. We'll sort it out.



The Awkward Case of 'His or Her'

Singular 'their' might be a better choice



### **Irregardless**

It is in fact a real word (but that doesn't mean you should use it).

cose geese goose goose geese goose g

#### Weird Plurals

One goose, two geese. One moose, two... moose. What's up with that?

WORD GAMES



# Obscure Units of Measurement Ouiz

Do you know these uncommon units of measurement? Lear

TAKE THE QUIZ >



### Spell It

Can you spell these 10 commonly misspelled words?

TAKE THE QUIZ >



### **SCRABBLE® Sprint**

SCRABBLE® fans, sharpen your skills!

PLAY THE GAME >



### Words of Snow and Ice Quiz

A selection of words from the chillier parts of the lexicon

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# EXHIBIT 6

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2	IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
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4	Opposition No. 91215896
5	
6	Bell's Brewery, Inc.,
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8	VS.
9	Innovation Brewing,
10	Applicant.
11	
12	
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15	through NICOLE DEXTER
16	(Taken by the Opposer)
17	Asheville, South Carolina
18	Thursday, March 19, 2015
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24	Reporter: April Reid
25	Job No: 91573

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	Page 41
1	NICOLE DEXTER
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8	Q. So are you saying that your recipes for
9	beer were not innovative? Is that your testimony?
10	A. I really don't think our beer stands
11	apart from anybody else's beer in the country.
12	Q. So it's just like everyone else's beer?
13	Nothing special about it?
14	A. I think it's really good, but I don't
15	think it's different than anybody's.
16	Q. It is just ordinary beer, right?
17	A. Right.
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22	Subscribed and sworn to heforoman
23	this 15th day of April, 2019 1816 0
24	Day MAD
25	NOTARY PUBLIC 4-28-2017

Page 180

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2 STATE OF NORTH CAROLINA

3 COUNTY OF MECKLENBURG

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25	Q.	When c	did y	our	company	open	its	doors	to	

Page 42 1 NICOLE DEXTER do business? 3 October 18, 2013. Α. 0. And what was the first thing that it did once it opened its doors? Were you offering any 6 products? 7 Α. Yeah. 0. Which ones? Beer, merchandise, growlers, Α. 10 sunglasses. 11 When you say "merchandise," what do you 0. 12 mean? Like T-shirts and apparel, things like 13 Α. 14 that. 15 Q. Anything else? 16 I believe we had koozies. Α. 17 That's all I can think of. 18 Q. And did those materials have any 19 markings or designs on them? 20 Α. What do you mean? Like --21 Did they have a name on them --Q. 22 Yes. Α. 23 -- or were they just generic, blank 0. 24 T-shirts? They had "Innovation Brewing" on 25 Α. No.

		Page 43
1	NICOLE DEXTER	
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24	Eloine FM For County River
25	NOTARY PUBLIC 4-28-2017

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1		NICOLE DEXTER		
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18	Q.	Okay. And is this the the type of	E	
19	tap handle t	hat is used at your bar?		
20	Α.	No. That was a tap handle that's use	∍d	
21	at other peop	ple's bar that carries our beer.		
22	Q.	How many of these have you distribute	∍d	
23	to other bar	s?		
24	Α.	Probably around I don't know 15	5 <b>.</b>	
25	Q.	And are the bars that you've		

	Page 6	7
1	NICOLE DEXTER	
2	distributed these tap handles to local?	
3	A. What do you define as "local"?	
4	Q. Well, close close by you or in the	
5	town or surrounding towns where your brewery is	
6	located.	
7	A. Yes. Some are in Asheville, and the	
8	rest are around the Sylva area, Jackson County area.	
9	Q. Are they all in North Carolina?	
10	A. Yes.	
11	Q. And when did you begin distributing tap	
12	handles?	
13	A. Whenever we began distributing beer,	
14	which was, say, sometime later 2014.	
15	Q. When you say sometime later	
16	A. Like in the last quarter maybe or	
17	somewhere around there. I can't remember exactly	
18	when we began distribution.	
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	Page 179
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24	DAY MIDO FMIFOR COUNTY BEEFER
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		Page	88
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16	Q. And have you have you shipped keg	S	
17	of beer to anyone outside of North Carolina?		
18	A. We haven't shipped kegs. We've done	,	
19	like, a beer festival outside of North Carolina.		
20	We've brought the kegs there. I'm not sure if		
21	that's what you're referring to.		
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			Page	90
1		NICOLE DEXTER		
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12				
13	Q.	And have you made any shipments to		
14	somebody in	another state?		
15	Α.	Of T-shirt, I have; but not of beer.		
16	Q.	When did you ship a T-shirt out of		
17	state?			
18	Α.	I'm not sure exactly when. Sometime		
19	last year, i	n Pennsylvania.		
20	Q.	And was this a single T-shirt?		
21	Α.	It was.		
22	Q.	And have you made any other shipment	S	
23	out of state	e of T-shirts?		
24	Α.	I don't believe so.		
25				

	Page 179
1	NICOLE DEXTER
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12	1.
13	(THEREUPON, the deposition of NICOLE
14	DEXTER was adjourned at 4:11 p.m.)
15	
16	
17	
18	
19	
20	Nicoly Bettto
21	NICOLE DEXTER STREET F MCC.
22	Subscribed and sworn to heforoman
23	this 15th day of April, 2019 1816 0
24	Day MAD
25	NOTARY PUBLIC 4-28-2017

Page 180

1

2 STATE OF NORTH CAROLINA

3 COUNTY OF MECKLENBURG

I, April Reid, RPR, CRR, CLR, in and for

5 the State of North Carolina, do hereby certify that

6 I reported the above-referenced deposition, the

7 deposition has been reduced to typewriting under my

8 direction, and the deposition is a true record of

9 same. I further certify that I am neither attorney

10 or counsel for, nor related to or employed by, any

attorney or counsel employed by the parties hereto

12 or financially interested in this action.

This, the 20th day of March, 2015.

14

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APRIL REID, RPR, CRR, CLR

# EXHIBIT 11

	Page 1
1	NICOLE DEXTER
2	IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
	BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD
3	
4	Opposition No. 91215896
5	
6	Bell's Brewery, Inc.,
7	Opposer,
8	VS.
9	Innovation Brewing,
10	Applicant.
11	
12	
13	CONFIDENTIAL
14	30(b)(6) DEPOSITION OF INNOVATION BREWING
15	through NICOLE DEXTER
16	(Taken by the Opposer)
17	Asheville, South Carolina
18	Thursday, March 19, 2015
19	
20	
21	
22	
23	
24	Reporter: April Reid
25	Job No: 91573

		Page 2
1	NICOLE DEXTER	
2	ANNOUNCEMENT PAGE	
3	Thursday, March 19, 2015	
4	12:24 p.m.	
5	Country Inn & Suites by Carlson	
6	Meeting Room	
7	1914 Old Haywood Road	
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9	Reported in Stenotype by April Reid	
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		Page	6
1	NICOLE DEXTER		
2	APPEARANCES		
3	DORSEY & WHITNEY		
	On behalf of Opposer		
4	51 West 52nd Street		
	New York, NY 10019		
5	BY: SUSAN PROGOFF, ESQUIRE		
	and		
6	HUESCHEN and SAGE		
	On behalf of Opposer		
7	107 West Michigan Avenue		
	Kalamazoo, MI 49007		
8	BY: JOANNA FRENCH, ESQUIRE		
9			
	REISER LEGAL		
10	On behalf of Applicant		
	93 South Jackson Street		
11	Seattle, WA 98104		
	BY: DOUGLAS REISER, ESQUIRE		
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		Page	91
1	NICOLE DEXTER		
2			
3			
4			
5			
6			
7	Q. Are there any places where you sell		
8	your merchandise other than the brewpub?		
9	A. No.		
10			
11			
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	Page 179
1	NICOLE DEXTER
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21	NICOLE DEXTER STREET F MCC.
22	Subscribed and sworn to heforoman
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24	Day MAD
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3 COUNTY OF MECKLENBURG

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APRIL REID, RPR, CRR, CLR

# EXHIBIT 12

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7	Opposer,
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9	Innovation Brewing,
10	Applicant.
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15	through NICOLE DEXTER
16	(Taken by the Opposer)
17	Asheville, South Carolina
18	Thursday, March 19, 2015
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25	Job No: 91573

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1	NICOLE DEXTER		
2	APPEARANCES		
3	DORSEY & WHITNEY		
	On behalf of Opposer		
4	51 West 52nd Street		
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5	BY: SUSAN PROGOFF, ESQUIRE		
	and		
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8	BY: JOANNA FRENCH, ESQUIRE		
9			
	REISER LEGAL		
10	On behalf of Applicant		
	93 South Jackson Street		
11	Seattle, WA 98104		
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23													
24		Q.		Before	we	get	to t	hat,	though	, I	would		
25	just	like	to	ask you	1:	For	the	three	e invoi	ces	that		

Page 101 1 NICOLE DEXTER we've looked at, how were each of those products 3 labeled? Α. With a keg collar. Is that what you're asking? Yes, if that's what they were. Q. 7 Α. Yes. 8 Q. And what does the keg collar say? It has our business name, address, what Α. 10 product is in the keg, what amount is in the keg, 11 and there's a Innovation Brewing sticker wrapped 12 around the keg as well. 13 14 15 16 17 18 19 20 21 22 23 24 25

	Page 179
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24	Day MAD
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2 STATE OF NORTH CAROLINA

3 COUNTY OF MECKLENBURG

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APRIL REID, RPR, CRR, CLR

# EXHIBIT 13

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8	VS.
9	Innovation Brewing,
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24	Reporter: April Reid
25	Job No: 91573

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	On behalf of Opposer		
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	and		
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8	BY: JOANNA FRENCH, ESQUIRE		
9			
	REISER LEGAL		
10	On behalf of Applicant		
	93 South Jackson Street		
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	Page 7
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6	as follows:
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			Page 109
1		NICOLE DEXTER	
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19	Q.	How many wholesale keg accounts do y	you
20	have?		
21	Α.	I don't know. I'd have to count the	∋m
22	up.		
23		But I'd say how many accounts?	I'd
24	say around 15	5.	
25	Q.	And where are those accounts located	d?

				Page 110
1			NICOLE DEXTER	
2		Α.	Some in Asheville and the rest in	
3	Jacks	son Coun	ty.	
4		Q.	So they're all in North Carolina;	is
5	that	correct	?	
6		Α.	For now, yes.	
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	Page 179
1	NICOLE DEXTER
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23	this 15th day of April, 2019 1816 0
24	Day MAD
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3 COUNTY OF MECKLENBURG

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This, the 20th day of March, 2015.

14

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APRIL REID, RPR, CRR, CLR

# EXHIBIT 14

	Page 182
1	NICOLE DEXTER
2	IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
	BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD
3	Opposition No. 91215896
4	
5	Bell's Brewery, Inc.,
6	Opposer,
7	VS.
8	Innovation Brewing,
9	Applicant.
10	
11	
12	CONFIDENTIAL
13	CONTINUED 30(b)(6) DEPOSITION OF NICOLE DEXTER
14	(Taken by the Opposer)
15	Asheville, North Carolina
16	Friday, March 20, 2015
17	Reported in Stenotype by April Reid
18	Job No. 91574
19	
20	
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23	
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		Page	183
1	NICOLE DEXTER		
2	ANNOUNCEMENT PAGE		
3	Friday, March 20, 2015		
4	Country Inn & Suites by Carlson		
5	1914 Old Haywood Road		
	Asheville, North Carolina		
6	Reported in Stenotype by April Reid		
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Page 186
1
                   NICOLE DEXTER
2
         APPEARANCES
3
         DORSEY & WHITNEY
         On behalf of Opposer
4
         51 West 52nd Street
         New York, New York 10019
5
              BY: SUSAN PROGOFF, ESQUIRE
      and
6
         HUESCHEN & SAGE
         On behalf of Opposer
7
         107 West Michigan Avenue
8
         Kalamazoo, Michigan 49007
              BY: JOANNA FRENCH, ESQUIRE
         REISER LEGAL
10
         On behalf of Applicant
         93 South Jackson Street
11
         Seattle, Washingotn 98104
              BY: DOUGLAS REISER, ESQUIRE
12
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	Page 187
1	NICOLE DEXTER
2	
3	THEREUPON:
4	NICOLE DEXTER
5	was called as a witness and, after having been
6	previously sworn, was examined and testified upon
7	her oath as follows:
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	Page 203
1	NICOLE DEXTER
2	Q. Okay. And what have been your volume
3	of wholesale sales?
4	A. I looked it up last night. We've sold
5	around 100 sixth-barrels and around 8 half-barrels.
6	Q. Over what period of time?
7	A. Between September 2nd and now.
8	
9	
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	Page 263
1	NICOLE DEXTER
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17	(THEREUPON, the deposition of NICOLE
18	DEXTER was concluded at 11:24 a.m.)
19	Nicol Deuter
20	
0.1	NICOLE DEXTER
21	DATED this 15 day of April , 2015,
22	at Sylva nc
24	
25	
23	

Page 264

2 STATE OF NORTH CAROLINA

3 COUNTY OF MECKLENBURG

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# EXHIBIT 15

	Page 182
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Page 209
1
                           NICOLE DEXTER
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8
9
10
                    Who's Burial Beer?
           Q.
11
                    A brewery in Asheville.
           Α.
12
                    And did they buy from you?
           Q.
13
           Α.
                    They have.
14
                    Are they continuing to?
           0.
15
           Α.
                    Yes.
                           They host an annual festival
16
      every year that we'll be participating in.
17
                    Have you participated in their
18
      festivals in the past?
19
                    Yes.
           Α.
20
           Q.
                    Which one -- which ones did you
21
      participate in?
22
                    I don't remember the name of the
           Α.
23
      festival, but it's -- I think we did -- I think we
24
      gave them a pumpkin.
                    You gave them a pumpkin?
25
           Q.
```

		Page 210
1		NICOLE DEXTER
2	Α.	Pumpkin beer.
3	Q.	All right.
4	Α.	There you go. That's me with a
5	pumpkin.	
6	Q.	Were you personally at the festival?
7	Α.	No.
8	Q.	So tell me how it worked. What
9	happened?	
10	Α.	We wholesale a keg to them, and they
11	sell it.	
12	Q.	Is this free samples or
13	Α.	No.
14	Q.	they sell it?
15	Α.	They sell it.
16	Q.	Was there any advertising or marketing
17	materials th	nat you gave them along with the keg?
18	Α.	I don't believe so.
19	Q.	Was the keg marked so that people would
20	know it was	your beer?
21	Α.	Yes.
22	Q.	And when was this festival?
23	Α.	I really don't remember.
24	Q.	Have you participated in any other
25	festivals?	

		CONFIDENTIAL
		Page 211
1		NICOLE DEXTER
2	Α.	Yes.
3	Q.	How many?
4	Α.	Maybe around three.
5	Q.	Which ones?
6	Α.	The Community Tap in South Carolina.
7		What other festivals have we done? Oh,
8	Sierra Neva	da's Beer Camp Festival.
9	Q.	Where is that?
10	Α.	At their Mills River location here in
11	North Carol	ina.
12	Q.	When was that?
13	Α.	In August of last year.
14	Q.	And when was the other one that you
15	just mentio	ned?
16	Α.	I think it was maybe May of last year.
17	I don't rea	lly recall for sure.
18	Q.	2014?
19	Α.	Yes.
20	Q.	And the third one?
21	Α.	Brewgrass.
22	Q.	And when was that?
23	Α.	That was September of last year, I
24	believe.	
25	Q.	And where was that one?

			Page 212
1		NICOLE DEXTER	
2	Α.	In Asheville.	
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	Page 263
1	NICOLE DEXTER
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20	Nicoly Depter
	NICOLE DEXTER
21	DATED this 15 day of April , 2015,
22	at Sylva nc
23	
24	
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2 STATE OF NORTH CAROLINA

3 COUNTY OF MECKLENBURG

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attorney or counsel employed by the parties hereto
or financially interested in this action.

This, the 23rd day of March, 2015.

APRIL REID, RPR, CRR, CLR

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# EXHIBIT 16

	Page 182
1	NICOLE DEXTER
2	IN THE UNITED STATES PATENT AND TRADEMARK OFFICE
	BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD
3	Opposition No. 91215896
4	
5	Bell's Brewery, Inc.,
6	Opposer,
7	VS.
8	Innovation Brewing,
9	Applicant.
10	
11	
12	CONFIDENTIAL
13	CONTINUED 30(b)(6) DEPOSITION OF NICOLE DEXTER
14	(Taken by the Opposer)
15	Asheville, North Carolina
16	Friday, March 20, 2015
17	Reported in Stenotype by April Reid
18	Job No. 91574
19	
20	
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		Page	183
1	NICOLE DEXTER		
2	ANNOUNCEMENT PAGE		
3	Friday, March 20, 2015		
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5	1914 Old Haywood Road		
	Asheville, North Carolina		
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Page 186
1
                   NICOLE DEXTER
2
         APPEARANCES
3
         DORSEY & WHITNEY
         On behalf of Opposer
4
         51 West 52nd Street
         New York, New York 10019
5
              BY: SUSAN PROGOFF, ESQUIRE
      and
6
         HUESCHEN & SAGE
         On behalf of Opposer
7
         107 West Michigan Avenue
8
         Kalamazoo, Michigan 49007
              BY: JOANNA FRENCH, ESQUIRE
         REISER LEGAL
10
         On behalf of Applicant
         93 South Jackson Street
11
         Seattle, Washingotn 98104
              BY: DOUGLAS REISER, ESQUIRE
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3	THEREUPON:
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5	was called as a witness and, after having been
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	Page 245
1 NICOLE DEXTER	
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5	
6 Q. The business plan describes your	r
<sup>7</sup> targeted customers as anyone over the age of	21. Is
8 that accurate?	
9 A. I believe so.	
10	
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	Page 263
1	NICOLE DEXTER
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	On behalf of Opposer	
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5	BY: SUSAN PROGOFF, ESQUIRE	
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6	HUESCHEN & SAGE	
	On behalf of Opposer	
7	107 West Michigan Avenue	
8	Kalamazoo, Michigan 49007	
	BY: JOANNA FRENCH, ESQUIRE	
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	REISER LEGAL	
10	On behalf of Applicant	
	93 South Jackson Street	
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	Page 251
1	NICOLE DEXTER
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3	Q. Okay. Did you file your original
4	trademark application well, let me say this
5	first.
6	The original trademark application that
7	was filed in 2013, I am going to refer to it as the
8	mark. Is everybody okay with that?
9	MS. FRENCH: Uh-huh.
10	MR. REISER: This is the 2013 filing.
11	BY MR. REISER:
12	Q. Did you file the mark application
13	because you wanted to provide notice to other
14	potential users?
15	A. Yes.
16	Q. Did you file that mark application
17	because you wanted to obtain nationwide enforcement
18	rights?
19	A. Yes.
20	
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	Page 263
1	NICOLE DEXTER
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Page 252
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                           NICOLE DEXTER
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                    When you decided to open a brewery, did
           Q.
11
      you plan to sell your beer to a larger region?
12
           Α.
                    Yes.
13
                    Does your -- I am going to refer back
           Q.
14
      to Exhibit 31 really quickly, which is the business
15
      plan, which conveniently was just introduced.
16
                    Do you have that still in front of you?
17
           Α.
                    Yes.
18
           Q.
                    Go to page 11.
19
           Α.
                    Okay.
20
           Q.
                    There's a -- there's a small paragraph
21
      there called "Distribution."
22
           Α.
                    Yes.
                    This paragraph was in your earliest
23
           Q.
24
      forms of your business plan, correct?
25
           Α.
                    Yes.
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1 NICOLE DEXTER
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- Q. Okay. Does this paragraph -- I mean,
- you can read it. Go ahead and read it for the
- 4 record, actually.
- <sup>5</sup> A. Okay.
- Q. Why don't we do that.
- A. Oh, out loud?
- 8 O. Yeah.
- 9 A. "Initially all of our beer was sold on
- premise either by the pint or to go in half-gallon
- 11 growlers. As demand grows and production increases,
- we will sell kegs to other establishments. And as a
- result of our growth, we have recently" -- this is
- horrible grammar -- "recently started keg
- distribution for six various locations, five in
- Jackson County and one in Asheville. As production
- continues to increase, we will expand our
- distribution accordingly, as we have been approached
- to supply various other establishments."
- 20 Q. In reference to that last sentence, "as
- 21 production continues to increase, we will expand our
- distribution accordingly, as we have been approached
- to supply various other establishments," have you
- had that same plan in effect since you started your
- brewery?

Page 254 1 NICOLE DEXTER 2 Α. Yes. 3 Q. Okay. And does that -- does that insinuate -- let me phrase this a different way. Does -- does that mean that you're 6 going to sell beer to a larger region? 7 Α. Yes. 0. Okay. And what do you define as your region? 10 Α. Mostly the Southeast. Southeastern 11 Georgia, South Carolina, Florida, North states: 12 Carolina, Tennessee. 13 Q. What is your incentive to sell to 14 states like that? 15 Α. Well, we're geographically really close 16 to a few other states, a lot closer than we are to a 17 lot of North Carolina, so that's a big incentive. 18 Have you already begun promoting your Q. 19 beer in any of those states? 20 Α. Yes. 21 22 23 24 25

	Page 263
1	NICOLE DEXTER
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